



Nina Forrest

PRODUCT DETAILS: Fleurette Pendant with Chalcedony petals and amethyst, turquoise and carnelian center

NANCY MANN SAYS: “This is a statement piece, which can go from ultra sophisticated to young and hip, depending on age range, personal style and wardrobe of the customer interested. It’s one of those rare finds that has an affordable price tag but does not compromise on style. It’s well designed, extremely chic, and something you won’t see on everyone else.”

\$133

MANUFACTURER'S
SUGGESTED RETAIL PRICE

sales pitches: hot trend edition

floral motifs

environment is more top of mind in our thought process and we are more proactive in our efforts to protect it. With this comes a renewed awareness of life’s simple pleasures.” Mann, a former bench jeweler who is prolific at trend-spotting, also believes “women today spend more time educating themselves about jewelry and are more likely to select pieces that speak to them on a soulful level. Many embrace signature style instead of traditional diamond jewelry, as a personal expression of who they are.”

“Fresh flowers are an attainable luxury, and when translated into jewelry, they often strike an emotional chord with women,” says *Nancy Mann*, the ninth in a generation of family jewelers and current CEO of *Mann’s* in *Rochester, NY*. “Collectively, the

